

## Message Text

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UNCLAS MOSCOW 18474

E.O. 11652: NA  
TAGS: BEXP, CZ, PL, UR, AU  
SUBJ: TECHNICAL SALES SEMINAR - NON-FERROUS METALLURGY (JUNE '76)

REF: USDOC 19261

1. COMMERCIAL ATTACHE MET WITH L.K. DAVYDOV, DEPUTY CHIEF, FOREIGN RELATIONS DIVISION, MINISTRY OF NON-FERROUS METALLURGY, TO DISCUSS PROPOSED EVENT. DAVYDOV'S INITIAL REACTION TO PROPOSED THEME AND TIMING WAS QUITE FAVORABLE. HE SAID THAT MINISTRY WOULD PREPARE LIST OF TOPICS/THEMES WHICH WOULD BE OF GREATEST INTEREST AS WELL AS LIST OF COMPANIES WHICH MINISTRY BELIEVES WOULD HAVE BEST PROSPECTS ON SOVIET MARKET. COMMERCIAL OFFICE WILL SEEK TO EXPEDITE PREPARATION OF THIS LIST.

2. IF OTHER POSTS AGREEABLE, WE SUGGEST THAT OVERALL THEME BE RESTRICTED TO LEAD AND ZINC. IN CASE OF USSR, ADDITION OF ALUMINUM TO LIST OF METALS COVERED WOULD RAISE SAME PROBLEM ENCOUNTERED IN CASE OF RECENT TECHNICAL SALES SEMINAR ON COPPER, I.E., INVOLVEMENT OF DIFFERENT GROUPS OF SPECIALISTS FROM MINISTRY OF NON-FERROUS METALLURGY.

3. ON BASIS EXPERIENCE WITH COPPER TECHNICAL SALES SEMINAR, WE BELIEVE THAT PARTICIPATION BY BUREAU OF MINES REPRESENTATIVE WITH EXPERTISE IN LEAD/ZINC AREA WOULD BE MOST USEFUL.

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4. AS PRELIMINARY INDICATION REGARDING COMPOSITION OF EVENT,

COMMERCIAL OFFICE SUGGESTS INCLUSION OF: 1) MAJOR PRODUCER OF LEAD/ZINC WITH LEADING TECHNOLOGY IN THIS AREA; 2) MAJOR DESIGN/ENGINEERING FIRM ACTIVE IN LEAD/ZINC AREA; 3) LEADING EQUIPMENT MANUFACTURERS INCLUDING, IF POSSIBLE, LEADING COMPANY SPECIALIZING IN ENVIRONMENTAL CONTROLS FOR LEAD/ZINC SMELTERS AND REFINERIES.

5. DAVYDOV SUGGESTED THAT SOVIET SPECIALISTS WOULD BE INTERESTED IN PRESENTING TECHNICAL PAPERS ON SOVIET DEVELOPMENTS IN LEAD/ZINC AREA, INCLUDING THEIR "KIVSET" REFINING PROCESS. COMMERCIAL ATTACHE SAID HE THOUGHT THIS WOULD BE USEFUL ADDITION TO SEMINAR PROGRAM. (COMMENT: COMMERCIAL OFFICE BELIEVES IT WOULD BE USEFUL TO DEVOTE AT LEAST ONE AFTERNOON TO PRESENTATIONS BY SOVIET SPECIALISTS, ASSUMING THAT AUDIENCE ON U.S. SIDE WAS TECHNICALLY QUALIFIED. PLEASE ADVISE WHETHER THIS SUGGESTION MEETS WITH INTEREST AMONG POTENTIAL PARTICIPANTS. END COMMENT. COMMERCIAL OFFICE ALSO SUGGESTS THAT FOR PURPOSES OF MOSCOW SEGMENT, THIS EVENT BE STYLED AS TECHNICAL SALES/SEMINAR/ MINI-EXHIBIT IN ORDER TAKE FULL ADVANTAGE OF COMMERCIAL OFFICE FACILITIES.  
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